

Message Text

UNCLASSIFIED

PAGE 01 COLOMB 03278 301329Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 301118Z AUG 76
FM AMEMBASSY COLOMBO
TO USDOC WASHDC
INFO SECSTATE WASHDC 5707

UNCLAS COLOMBO 3278

E.O. 11652:N/A

TAGS: ETRD, CE

SUBJECT: TRADE OPPORTUNITIES PROGRAM-AINQUIRY FROM US COMPANY
REGARDING TENDER FOR SUPPLY OF MACHINE TOOLS

REF: COLOMBO 2801

1. PLEASE PASS FOLLOWING TO HAROLD L. MONK, GENERAL SALES
MANAGER, SOUTH BEND LATHE CO., 400 EST SAMPLE ST., SOUTH
BEND, INDIANA:

2. REGARDING YOUR TELEX OF AUGUST 27 ASKING FOR ADDITIONAL
INFORMATION ABOUT TRADE OPPORTUNITY NO. T-0018, CEYLON
STEEL CORPORATION IS OWNED BY GOVERNMENT OF SRI LANKA
WHICH WILL PROVIDE NECESSARY FOREIGN EXCHANGE. CORPORATION,
HOWEVER, HAS INDICATED THAT FAVORABLE CREDIT
TERMS WILL BE TAKEN INTO ACCOUNT IN AWARDING TENDER.
TOTAL VALUE OF MACHINE TOOL PURCHASE IS ESTIMATED AT
BETWEEN \$600,000 AND \$700,000. TENDER IS WORLD-WIDE
AND OFFERS FROM FIRMS IN ALL COUNTRIES WILL BE
ACCEPTED. WE SUGGEST YOU SUBMIT TENDER FORM, COPIES
OF WHICH HAVE BEEN SENT TO US DEPARTMENT OF
COMMERCE, AND AWAIT EVALUATION BY CEYLON STEEL
CORPORATION. IF YOUR OFFER (AND CREDIT TERMS) ARE
COMPETITIVE, THEN IT WOULD PROBABLY BE WORTHWHILE
MAKING TRIP TO COLOMBO. IF YOU HAVE ANY FURTHER
QUESTIONS, PLEASE CONTACT DEPARTMENT OF COMMERCE
DISTRICT OFFICE IN CHICAGO OR EMBASSY ECONOMIC/
COMMERCIAL OFFICER JOHN SPILLANE.

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REED

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEE.

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Message Attributes

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Disposition Event:
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Margaret P. Grafeld
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